# The Main Page

**1** NEW QUOTE/ORDER  **2** NEW CUSTOMER  **3** AVAILABILITY  **4** CASH RECEIVED  **5** STATEMENT  **6** PRODUCT DATA

**7** SELECT ONE

**8**
```
000869-cske
000932-cske
```
CUSTOMER
ORDER
LOAD
VARIETY
QUOTE

[ CHOOSE ]

**9**

Order # `000869-cske`   Customer `CSKE-SKEMP SQUARED ACRES,` ▼

Corn Discount `15`   Alfalfa Discount `0`
Soybean Discount `15`   Inoculant Discount
`0`

Early Order ⦿ YES ◯ NO

Additional Discount `3000`

Customer Memo `Thanks for your order !`

[ UPDATE ]

**10** ORDERS   **11**   **12** Add to Order   **13** Show All

| CUSTOMER ▼ | ORDER ▼ | AMOUNT | VARIETY ▼ ? | GRADE | RETAIL | STATUS ▼ | DATE ▼ | LOT | LOAD ▼ |
|---|---|---|---|---|---|---|---|---|---|
| CSKE-SKEMP SQUARED ACRES, | 000869-cske ⊕ **14** | 30 | RS224NR2 ⊕ **15** | U | 53 | - | 10/7/14 | | |
| CSKE-SKEMP SQUARED ACRES, | 000869-cske ⊕ | 1 | XXSH ⊕ | NA | 650 | - | 10/7/14 | | |
| CSKE-SKEMP SQUARED ACRES, | 000869-cske ⊕ | 1 | RS224NR2 ⊕ | MC | 3350 | - | 10/7/14 | | |
| CSKE-SKEMP SQUARED ACRES, | 000869-cske ⊕ | 100 | RK633SSTX ⊕ | 23F | 357 | AVAILABLE | 10/7/14 | | |
| CSKE-SKEMP SQUARED ACRES, | 000869-cske ⊕ | 50 | RK596SSTX ⊕ | 23F | 362 | AVAILABLE | 10/7/14 | | |

**1** Allows creation of new quote. You can convert that quote into an order once reviewed (see pages 2-5).

**2** Allows you to add a brand new customer.

**3** Shows availability of all products in real time.

**4** Shows what cash has come into your account.

**5** Shows current statement.

**6** This takes you to variety selection page. Here you can compare Renk products to other products with no restrictions.

**7** Click a category to pull up a list of selectable items for section 8. For example, clicking on Customer will bring up a list of customers in section 8.

**8** A selectable list that you are able to edit in section 9 and display line items in the orders section at the bottom part of the window.

**9** Allows for easy editing of category selected in section 8.

**10** Click on any down arrow symbol to sort orders by column.

**11** Displays a list of grass and alfalfa seed with Renk code next to it (see page 4).

**12** Allows you to add on to an existing order.

**13** Shows all of your orders.

**14** Brings up your order slip for display and printing (see page 5).

**15** Allows you to modify an order (see pages 4).

# Quote Page

**To make a quote from the Main Page, select New Quote/Order.**

| | |
|---|---|
| Order # | 000869 ① |
| Customer | CSKE-SKEMP SQUARED ACRES, ⊕ |

Customer Memo:
Thanks for your order ! ②

Corn Unit Discount: 15 ③

| AMOUNT | CORN | | GRADE | SPECIAL DISCOUNT |
|---|---|---|---|---|
| 50 | RK596SSTX | ⊕ | 23F ⊕ | 12 ④ |
| 100 | RK578SSTX | ⊕ | 23F ⊕ | 12 |
| | RK212GT | ⊕ | 23F ⊕ | |
| | RK212GT | ⊕ | 23F ⊕ | |
| | RK212GT | ⊕ | 23F ⊕ | |
| | RK212GT | ⊕ | 23F ⊕ | |

Alfafa Unit Discount: ⑤

| AMOUNT | ALFALFA | | GRADE | SPECIAL DISCOUNT |
|---|---|---|---|---|
| | BMR SORAN | ⊕ | NA ⊕ | |
| | BMR SORAN | ⊕ | NA ⊕ | |
| | BMR SORAN | ⊕ | NA ⊕ | |
| | BMR SORAN | ⊕ | NA ⊕ | |

Soybean Unit Discount: 15 ⑤

| AMOUNT | SOYBEAN | | GRADE | SPECIAL DISCOUNT |
|---|---|---|---|---|
| 1 | RS224NR2 | ⊕ | MC ⊕ | |
| 30 | RS224NR2 | ⊕ | U ⊕ | |
| | RS033R2 | ⊕ | U ⊕ | |
| | RS033R2 | ⊕ | U ⊕ | |
| | RS033R2 | ⊕ | U ⊕ | |

Inoculant Unit Discount: ⑤

| AMOUNT | INOCULANT | | GRADE | SPECIAL DISCOUNT |
|---|---|---|---|---|
| | XX1701 | ⊕ | NA ⊕ | |
| | XX1701 | ⊕ | NA ⊕ | |
| | XX1701 | ⊕ | NA ⊕ | |

Early Order ⦿ YES ◯ NO ⑥

Aditional Discount: 3000 ⑦

[ CONTINUE TO PROOFING PAGE ] ⑧

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The quote page allows you to create a quote between you and your customer. Because it is between you and your customer make sure that it works into the framework of what the company will charge you for seed.

The quote page allows discounts to be applied by product type, individual variety and even globally. All discounts need to be put in as dollars not percent. Discounts are applied based on sales volume units (i.e. corn, alfalfa = 1 unit; soybeans, grass = 1/5 unit, etc...) Keep that in mind when inputting discounts.

Once you have filled in the quote page and pressed the **Continue to Proofing Page** button it will bring up a proofing screen with the pricing calculated based on your inputs.

## Quote Page Highlights

① Each quote needs a unique order number to be complete. If it's not a unique order number, you will get a 'duplicated2 key' error when you hit the Continue to Proofing Page button.

② Memo box is there for customer/dealer use. The office does not have access to it - please do not leave notes for the office.

③ Corn unit discount will apply a set amount of dollars to all corn products.

④ By putting a dollar amount in here, you will subtract that many dollars from each unit directly from the associated product. You can customize pricing by variety here.

⑤ Will apply a set amount of dollars to either alfalfa, soybean, or inoculant products based on which box you have entered amount into. Price is based on Renk's volume system (i.e. corn, alfalfa = 1 unit, soybeans, grass = 1/5 unit, etc...).

⑥ Allow for early order discount.

⑦ Allows adding a gross dollar discount to order.

⑧ Click "Continue to Proofing Page" to complete your quote.

# Proofing Page

On the proofing page, you can see what your quote looks like with discounts factored in. Check pricing very carefully to make sure this is what you want to charge your customer.

You can make changes to your quote if you have any errors or omissions. Simply make the corrections and push the update button. This will refresh the page with the updated information and calculations.

Order # 000869

Customer  CSKE-SKEMP SQUARED ACRES, ⇕

Customer Memo  Thanks for your order !

Corn Unit Discount  15

| AMOUNT | CORN | | GRADE | | SPECIAL DISCOUNT | RETAIL | NET PRICE | SUBTOTAL |
|---|---|---|---|---|---|---|---|---|
| 50 | RK596SSTX | ⇕ | 23F | ⇕ | 12 | $362.00 | $335.00 | $16,750.00 |
| 100 | RK578SSTX | ⇕ | 23F | ⇕ | 12 | $348.00 | $321.00 | $32,100.00 |
| | RK212GT | ⇕ | 23F | ⇕ | | $236.00 | $221.00 | $0.00 |
| | RK212GT | ⇕ | 23F | ⇕ | | $236.00 | $221.00 | $0.00 |
| | RK212GT | ⇕ | 23F | ⇕ | | $236.00 | $221.00 | $0.00 |
| | RK212GT | ⇕ | 23F | ⇕ | | $236.00 | $221.00 | $0.00 |

Alfafa Unit Discount  [ ]

| AMOUNT | ALFALFA | | GRADE | | SPECIAL DISCOUNT | RETAIL | NET PRICE | SUBTOTAL |
|---|---|---|---|---|---|---|---|---|
| | BMR SORAN | ⇕ | NA | ⇕ | | $71.00 | $71.00 | $0.00 |
| | BMR SORAN | ⇕ | NA | ⇕ | | $71.00 | $71.00 | $0.00 |
| | BMR SORAN | ⇕ | NA | ⇕ | | $71.00 | $71.00 | $0.00 |
| | BMR SORAN | ⇕ | NA | ⇕ | | $71.00 | $71.00 | $0.00 |

Soybean Unit Discount  15

| AMOUNT | SOYBEANS | | GRADE | | SPECIAL DISCOUNT | RETAIL | NET PRICE | SUBTOTAL |
|---|---|---|---|---|---|---|---|---|
| 1 | RS224NR2 | ⇕ | MC | ⇕ | | $3,350.00 | $3,200.00 | $3,200.00 |
| 30 | RS224NR2 | ⇕ | U | ⇕ | | $53.00 | $50.00 | $1,500.00 |
| | RS033R2 | ⇕ | U | ⇕ | | $53.00 | $50.00 | $0.00 |
| | RS033R2 | ⇕ | U | ⇕ | | $53.00 | $50.00 | $0.00 |
| | RS033R2 | ⇕ | U | ⇕ | | $53.00 | $50.00 | $0.00 |

Inoculant Unit Discount  [ ]

| AMOUNT | INOCULANT | | GRADE | | SPECIAL DISCOUNT | RETAIL | NET PRICE | SUBTOTAL |
|---|---|---|---|---|---|---|---|---|
| | XX1701 | ⇕ | NA | ⇕ | | $93.00 | $93.00 | $0.00 |
| | XX1701 | ⇕ | NA | ⇕ | | $93.00 | $93.00 | $0.00 |
| | XX1701 | ⇕ | NA | ⇕ | | $93.00 | $93.00 | $0.00 |

Gross Amount: $53,550.00
Early Order: $498.00
Additional Discount: $3,000.00
Net Due: $50,052.00

| PAYMENT TYPE: | JOHN DEERE CREDIT | CASH |
|---|---|---|
| If Paid by September 30th, 2014 | $47,048.88 | $45,046.80 |
| If Paid by October 31st, 2014 | $47,549.40 | $45,547.32 |
| If Paid by November 30th, 2014 | $48,049.92 | $46,047.84 |
| If Paid by December 31st, 2014 | $48,550.44 | $46,548.36 |
| If Paid by January 31st, 2015 | $49,050.96 | $47,048.88 |
| If Paid by February 28th, 2015 | $49,551.48 | $47,549.40 |
| If Paid by March 31st, 2015 | $50,052.00 | $48,049.92 |
| If Paid by June 30th, 2015 | $50,052.00 | $50,052.00 |

## How to Make Your Quote into an Order

If you want to turn this quote into an actual order you simply **check the convert to order check box and push the update button.**

☐ Convert to Order (click on check box and then hit update button to convert quote to order)

[UPDATE]

3

# Order Modifying

**Amount** 62
**Variety** RS213NR2
**Grade** PC
**Order Number** 000931-cske
**Customer** CSKE-CLARK, BILL
**Special Discount** 0

**Fill in boxes below to split some of order into a different one**
**Split Amount** 10
**Order Number** 000932-cske
**Customer** CSKE-MILLER, TRAVIS
**Special Discount** 0

Finish

Individual varieties can be adjusted here.

An order can have its variety, grade, order number, customer and special discount changed. Also by filling in the blue lettered section, an order can be split into two and moved to a different customer and order number if so desired. An order number and customer name must be entered before trying to split an existing order.

*The program does restrict what a user can do. Any shipped varieties can only have their order number, customer and special discount changed. If you try to add more than the original amount to an order, the added amount will be assigned the current date to protect availability priority.*

## Grass & Alfalfa Codes

| CODE | NAME | CODE | NAME | CODE | NAME |
|------|------|------|------|------|------|
| 30302 | TRU-BLUE | 30405 | RADISH CLOVER MIX | 30627 | TREE FOIL |
| 30304 | CLEARGOLD | 30406 | RIPPER RADISH | 30643 | BMR SORAN |
| 30305 | SOLARGOLD | 30600 | TITAN TIMOTHY | 30644 | SSH102 |
| 30306 | SPRINGGOLD | 30601 | MTN PAST MIX | 30645 | SSH105B |
| 30307 | PUREGOLD | 30603 | ORCHARD | 30673 | PERENNIAL RYE |
| 30308 | TWOGOLD | 30610 | ITALIAN RYE | 30676 | MEADOW BROME |
| 30315 | SUMMERGOLD | 30620 | RED CLOVER | 30677 | FESTULOLIUM |
| 30355 | FORAGEGOLD | 30621 | PGI 44 RED CLOVER | | |
| 30402 | RADISH HEMP MIX | 30624 | RGS 500 | | |
| 30403 | TILLAGE ROOT MAX | 30625 | TALL FESCUE | | |
| 30404 | TILLAGE SUN HEMP | 30626 | TEFF GRASS | | |

# Order Display Page


RENK • SEED

| | | | | |
|---|---|---|---|---|
| **ORDER DATE:** | *10/7/14* | | **ORDER:** | *000869-cske* |
| **CUSTOMER:** | *SKEMP SQUARED ACRES* | | **DEALER:** | *SKEMP SQUARED ACRES* |
| | *123 MAIN STREET* | | | *123 MAIN STREET* |
| | *YUBA, WI 54634* | | | *YUBA, WI 54634* |
| | *555-555-1515* | | | *555-555-5555* |

Thanks for your order !

| AMOUNT | VARIETY | GRADE | UNITS | RETAIL | PRICE | SUBTOTAL |
|---|---|---|---|---|---|---|
| 100 | RK578SSTX | 23F | 100 | $344.00 | $317.00 | $31,700.00 |
| 50 | RK596SSTX | 23F | 50 | $358.00 | $331.00 | $16,550.00 |
| 1 | RS224NR2 | MC | 10 | $3,350.00 | $3,200.00 | $3,200.00 |
| 30 | RS224NR2 | U | 6 | $53.00 | $50.00 | $1,500.00 |
| 181 | | | 166 | | | $52,950.00 |
| | | | | EARLY ORDER | | $498.00 |
| | | | | SPECIAL DISCOUNT | | $3,000.00 |
| | | | | GROSS | | $49,452.00 |

*Variety and grade are dependent on supply*

*Retail and Price may be subject to Geographical Zone pricing- make sure customer zip code is correct*

| PAYMENT TYPE: | JOHN DEERE CREDIT | CASH |
|---|---|---|
| If Paid by September 30th, 2014 | $46,484.88 | $44,506.80 |
| If Paid by October 31st, 2014 | $46,979.40 | $45,001.32 |
| If Paid by November 30th, 2014 | $47,473.92 | $45,495.84 |
| If Paid by December 31st, 2014 | $47,968.44 | $45,990.36 |
| If Paid by January 31st, 2015 | $48,462.96 | $46,484.88 |
| If Paid by February 28th, 2015 | $48,957.48 | $46,979.40 |
| If Paid by March 31st, 2015 | $49,452.00 | $47,473.92 |
| If Paid by June 30th, 2015 | $49,452.00 | $49,452.00 |

Seed Handler Deposit= $650.00

6809 Wilburn Road Sun Prairie, WI 53590-9560

Telephone: 800-289-7365 - Fax: 608-825-6143 - Web Site: www.renkseed.com